CareerCross

nextmove

Mode – Solutions Engineer

AI Engineering Manager

募集職種

人材紹介会社
ネクスト・ムーブ　株式会社

求人ID
1503274

業種
デジタルマーケティング

外国人の割合
外国人 半数

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談 ~ 1000万円

更新日
2024年11月12日 10:55

応募必要条件

職務経験
3年以上

キャリアレベル
中途経験者レベル

英語レベル
日常会話レベル

日本語レベル
ビジネス会話レベル

最終学歴
短大卒 : 準学士号

現在のビザ
日本での就労許可が必要です

募集要項

Responsibilities
MODE is seeking a highly skilled and motivated IoT Solutions Engineer to join our dynamic team. As an IoT Solutions Engineer, you
will play a crucial role in driving the success of our IoT business by providing specialized technical expertise, designing innovative IoT
solutions, and collaborating with both internal teams and clients. You will be responsible for understanding customer IoT requirements, proposing cutting-edge solutions, and ensuring the seamless implementation and integration of our IoT platform
products or services.
• Understand customer IoT requirements: Collaborate with clients to gather in-depth understanding of their IoT technical needs, challenges, and objectives. Analyze and document IoT requirements to develop a comprehensive understanding of their business processes and identify opportunities for IoT integration.
• Design customized IoT solutions: Utilize your specialized knowledge of IoT technologies, protocols, and platforms to design

tailored IoT solutions that address customer requirements. Develop IoT solution architectures, data models, and technical specifications to ensure successful implementation and integration.

• Present and demonstrate IoT solutions: Effectively communicate and present proposed IoT solutions to both technical and non-technical stakeholders. Conduct IoT product demonstrations and articulate the unique value proposition of our IoT solutions, addressing any concerns or questions raised by the client.
• Collaborate with internal teams: Work closely with cross-functional teams, including customer project managers, service architects, and other software engineers, to ensure alignment and successful delivery of IoT solutions. Act as a liaison between clients and internal teams to relay customer feedback, provide technical insights, and drive continuous improvement of our IoT platform offerings..
• Technical implementation and integration: Oversee the implementation and integration of IoT solutions, working closely with the implementation team. Provide guidance and support during the deployment phase, ensuring adherence to IoT best practices and quality standards.
• Troubleshooting and issue resolution: Act as a technical point of contact for clients, addressing any IoT-related technical issues or concerns that may arise during or after implementation. Collaborate with the support team to troubleshoot and resolve IoT issues in a timely manner, ensuring customer satisfaction.
• Stay up-to-date with IoT trends: Continuously research and stay abreast of the latest IoT technologies, standards, and industry trends. Actively contribute to the enhancement of our IoT platforms and methodologies based on customer feedback, market insights, and your specialized IoT expertise.

スキル・資格

Skills & Requirements
Minimum requirements
• Proficiency in programming languages commonly used in cloud software development, with a strong emphasis on JavaScript and/or TypeScript.
• Strong technical background in cloud software technologies, protocols, and platforms (e.g., AWS, Azure).
• Experience of using Linux (or Linux-like) environment for development.
• Experience using Git and GitHub for version control and collaboration.
• Business communication skills with the ability to effectively communicate and present complex IoT concepts to both technical and non-technical audiences.
• Strong collaboration and interpersonal skills to work effectively in cross-functional teams and build relationships with clients.
• Willingness to travel occasionally to client sites for meetings and project-related activities.
• Proficiency in English reading and writing skills, equivalent to a TOEIC score of 600 or higher, and willingness to continuously
improve communication skills.
• Business level Japanese
Preferred requirements
• Strong technical background and specialized knowledge of IoT technologies such as MQTT, edge technologies (e.g., embedded Linux, Bluetooth, USB).
• Proven experience as a Solutions Engineer, Sales Engineer, or similar role in the IT/IoT domain, and a customer-centric mindset.
• Experience using Go language for development.
• Knowledge of gateway (edge) computing in an IoT context.
• Problem-solving mindset with the ability to analyze complex IoT requirements and propose innovative solutions.
• Ability to adapt to a fast-paced business environment, manage multiple priorities, and meet deadlines.

会社説明